

US EXECUTIVE APPROVAL FORM**CUSTOMER NAME: Alcoa****PARTNER/VAD NAME:****REQUEST #2****Ordering Document Changes**

1. OSSINFO – OSSINFO – OSSINFO – Approval for subsequent renewals (Tech Support fees net 45 days per customer's SLSA) to be paid quarterly in advance during the term of the support pricing called out in the Ordering Document. This is consistent with how Alcoa currently pays renewal year Technical Support fees. Currently, upon the first renewal period for all of Alcoa's existing Ordering Documents, they work with the Support Renewals group to change payment to Quarterly in Advance.
2. HQAPP – For clarification purposes only, in the General Terms Tech Supportt Section to change language
 - From: "If Customer desupports a subset of licenses in a license set, Customer may be required to terminate those licenses."
 - To: "If Customer desupports a subset of licenses in a license set, Customer may be required to terminate the subset of licenses in the license set."
3. HQAPP – HQAPP – Hide discount levels on the Ordering Document. The discount reflected in our system generated Ordering Document matches the discounts given on the licenses. The discount level listed for support (75%) does not accurately reflect the actual discount since Alcoa's support list rate is 17%. (For example if list license is \$40k less 75%, support at 22% would be \$2200, at 17% of net support would be \$1700). Our standard Order Document shows disct of 75%, but net support costs of \$1700 which is not accurate.

REQUEST #1 Approved by HQAPP 4/23/03 as follows: This is approved by LJE

Approved to add product consistent with existing apps price holds.

Rich Allison

SECTION I - Approval Requests:**HQAPP Requests:**

1. HQAPP - 75% discount. Consistent with agreed to discount in December 2002 Agreement.
2. HQAPP – 17% Support Fee for 5 years, then 5% cap thereafter (Consistent with December 2002 Agreement)
3. Dev - Alcoa would like to license Project Management and Project Collaboration for their pilot. This product is on the price list pending approval
4. HQAPP - Electronic Delivery – For tax purposes they would like Electronic delivery of software
5. HQAPP - Reference Language – Please remove. Standard language is included in SLSA.
6. HQAPP - Definitions/Rules – Include only Definitions/Rules that have not been included in prior Agreements - consistent with terms of 12/20/02 Agreement.

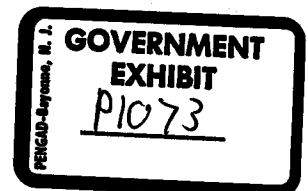
TIER 1 Requests:

- 1.
- 2.

TIER 2/3 Requests:

- 1
- 2.

8/17/2003 v.1



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Previously approved requests (include date of approval):

- 1.
- 2.

SECTION II – Deal Summary:

Deal Summary	
Programs	Project Management, Project Collaboration
License Discount	75%
Support Discount	75%
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO N/A
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	N/A
Price Holds	SLSA-6595 May-02
List License	54,500.00
List Support	9,265.00
List Comp & Admin	N/A
Net License	13,625.00
Net Support	2,316.25
Net Comp & Admin	N/A
Net Total Price	15,941.25
Price List Used	March 24, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	75%
Date of Price List for price hold	Consistent with terms of 12/20/02 Agreement
When does price hold expire?	11/30/04
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	All
Name of Agreement if applicable	N/A

SECTION III - Justification:

1. HQAPP - 75% discount. Consistent with agreed to discount in December 2002 Agreement. We would like to offer this since PC and PM are new products. We would not offer this if the program was on the 5/24/02 Price List but since has been re-priced.
2. HQAPP – 17% Support Fee for 5 years, then 5% cap thereafter (Consistent with December 2002 Agreement). This is consistent to what was agreed to in May 2002 and we would like to extend this to new programs on the Price List.
3. Dev - Alcoa would like to license Project Management and Project Collaboration for their pilot. This product is on the price list pending approval. Alcoa has met with Development and will be part of the 'Early Adoption Program'. If pilot is successful, we expect Alcoa to license an additional \$200k by May 31, then \$500k within 12 months.
4. HQAPP - Electronic Delivery – For tax purposes they would like Electronic delivery of software. This will allow Alcoa to avoid taxes on software. Standard as part of past Agreements.

5. HQAPP - Reference Language – Please remove. Standard language is included in SLSA. We have agreed in the past to utilize the reference language already included in the SLSA.
6. HQAPP - Definitions/Rules – Include only Definitions/Rules that have not been included in prior Agreements. This is consistent with terms of 12/20/02 Agreement and will reduce the time required to complete the Ordering Documents.

In the past 30 months, Alcoa has spent \$30MM (L), \$18MM (S) and \$60MM for OCS. In December 2002, we entered into an Agreement whereby Alcoa would receive a 75% discount with 17% support fee for all programs. This affords them the opportunity to buy what they need, when they need it. Alcoa would like to license PM and PC for their pilot and we would like to use the same terms. Alcoa has agreed to acquire incremental licenses at the completion of the pilot.

Recommendation: Ossinfo approved #1. Approve.

Submitted By: *Bolt, Pope, Runk, Block*

R: 5/23/03

C: 5/23/03

L: 5/23/03

A: 5/23/03

BP: BL